

Message Text

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61

ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 DODE-00 CIAE-00 PM-03

INR-07 L-03 ACDA-10 NSAE-00 PA-02 PRS-01 SP-02

USIA-15 TRSE-00 SAJ-01 /064 R

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FM SECSTATE WASHDC

TO USMISSION NATO

UNCLAS STATE 151754

E.O. 11652: N/A

TAGS: BEXP, BE

SUBJECT: PRODUCT OPPORTUNITY - COMPETITIVE EQUITY FOR U.S.

--- CONTRACTORS ON CONSTRUCTION OUTSIDE THE U.S.

REF: SENATE REPORT NO. 94-157 OF 94TH CONGRESS 1ST SESSION

1. FOLLOWING QUOTED FROM PAGE 8 OF REFERENCE REPORT

ENTITLED SAME AS SUBJECT THIS CABLE:

QUOTE, FROM TIME TO TIME THE CONGRESS HAS PETITIONED THE DEPARTMENT TO ENSURE THAT U.S. CONTRACTORS WERE NOT AT A DISADVANTAGE WHEN IT CAME TO BIDDING ON CONSTRUCTION WORK OUTSIDE THE U.S. THE COMMITTEE WOULD LIKE TO REINFORCE THAT POSITION PARTICULARLY AS IT RELATES TO NATO CONSTRUCTION. THE COMMITTEE UNDERSTANDS THAT UNDER CURRENT INTERNATIONAL COMPETITIVE BIDDING PROCEDURES THE HOST COUNTRY CONSTRUCTION AGENT NOTIFIES THE AMERICAN EMBASSY OF A PENDING UNCLASSIFIED

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INVITATION FOR BID. THE AMERICAN EMBASSY MUST THEN NOTIFY THE DEPARTMENT OF COMMERCE IN THE UNITED STATES AND THEY IN TURN DETERMINE AND NOTIFY QUALIFIED U.S. CONTRACTORS. THIS PROCEDURE SEEMS CUMBERSOME AND, IN AT LEAST ONE CASE IN THE

RECENT PAST, PROVED UNRELIABLE. THE COMMITTEE CHARGES THE DEPARTMENT TO INVESTIGATE CURRENT PROCEDURES AND REPORT TO THE SENATE AND HOUSE ARMED SERVICES COMMITTEES ON MEASURES TAKEN TO ENSURE THAT U.S. CONTRACTORS HAVE COMPETITIVE

EQUITY ON OVERSEAS WORK WITH EMPHASIS ON NOTIFICATION PROCEDURES AND COMPATABILITY OF CONTRACT SPECIFICATIONS TO U.S. PROCEDURES AND MATERIALS.UNQUOTE.

2. FYI. BELIEVE REFERENCE TO PROCEDURE QUOTE PROVED UNRELIABLE UNQUOTE, MAY BE BASED ON POTENTIAL FOR CONSTRUCTION OF SHELTERS IN FRG REFERRED TO IN USNATO 2058. LATEST INFORMATION AVAILABLE IN USDOC INDICATES NO U.S. FIRMS BID ON AIRCRAFT SHELTER POTENTIAL. USDOC CONSIDERS THAT A BID WAS PROBABLY MADE FROM LUXEMBOURG OFFICE OF MARWAIS STEEL. END FYI.

3. REQUEST MISSION COMMENTS ON NATO PROCEDURE AS SET FORTH IN FIRST PARAGRAPH TO ASSIST IN PREPARATION OF RESPONSE TO REFERENCED SENATE REPORT. KISSINGER

UNCLASSIFIED

<< END OF DOCUMENT >>

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